

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

TRUMPF

Connecticut State Technology Extension Program

TRUMPF Cuts Costs with Laser Precision

Client Profile:

TRUMPF, Inc., located in Farmington, Connecticut, is the largest OEM manufacturer of sheet metal fabricating machinery in the U.S. and a world market leader in lasers used for industrial production technology. The Farmington facility employs 425 people.

Situation:

TRUMPF was experiencing a 20 percent reduction in customer orders, indicative of the manufacturing market downturn. As a result, TRUMPF's corporate office asked every facility to reduce operating costs without reducing the workforce. TRUMPF has been progressive in the adoption and implementation of Lean for many years through SYNCHRO Improvement Services, the TRUMPF program of living Lean. In order to accomplish the aggressive cost reduction measures, TRUMPF knew it needed to augment its traditional Lean tool box and take a more critical look past the traditional Lean wastes -- defects, overproduction, waiting, non-utilized people, transportation, inventory, motion and excess processing -- and expand their definition of waste to include the hidden environmental wastes that include hazardous materials use, such as solid waste, energy use, and water use. Select TRUMPF staff members attended a presentation given by Judy Wlodarczyk, Director of Environment and Energy for the Connecticut State Technology Extension Program (CONNSTEP), a NIST MEP network affiliate, on the hidden 'green' wastes that often go unnoticed during Lean initiatives. Wlodarczyk illustrated the many additional opportunities for savings in materials, energy, water and utility consumption, and pollution prevention that are often overlooked. Inspired by the methodology and cost savings potential, TRUMPF contacted CONNSTEP and inquired as to how they could complement their Lean initiatives with Clean Manufacturing processes.

Solution:

CONNSTEP conducted a project, funded by the Aerospace & Defense Initiative (ADI) Program, which included training a TRUMPF team of six, including a representative from TRUMPF's cleaning contractor, on how to identify hidden environmental wastes while integrating these opportunities in Lean initiatives, bridging the gap for reducing and eliminating all forms of waste, and to bring a specific focus on reducing white paper usage and disposal. The project, which focused on a specific waste stream, included a training event using interactive exercises to motivate the team to look past the regulatory compliance aspects and focus on the hidden cost savings associated with overall reduction of paper usage, white paper recycling, and trash haulage. It was quickly evident to the team that the domino effect of examining the company's use of white paper uncovered other opportunities such as separating 'dry' paper wastes from 'wet' trash, changing the default setting on printers from single sided to duplex printing, and thinking twice before you print or copy would have impressive financial savings and lead to the overall facility cost reduction goal. The team identified six improvement areas: 1) pilot program to collect data on the use of recycling bins in four office areas; 2) monitoring trash containers and the use of special collection bins for 'wet' trash which includes food containers and

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other non-paper trash; 3) examine need and frequency of dumpster and compactor unloading; 4) review recycling logistics; 5) development of recycling process for cardboard and paper; and 6) development of concepts for reducing paper usage, including elimination of excessive faxes, standardization of printer settings, and set printers to use white paper only.

Results:

* Projected cost savings of \$14,500.

Testimonial:

"CONNSTEP has given us the green tools to complement our SYNCHRO program, reducing our impact on the environment while saving us money."

Robert Castonguay, SYNCHRO Improvement Services